



## Offerings from TGBC Consulting

### **Business Planning Solutions:**

DEFINE

ALIGN

**Define and Align:** Personalized engagements to review strategy, plans, organization and portfolio to define and prioritize achievable goals and align activities and organization with strategy.

- **TGBC Enabled Strategic Plan Development:**
  - Identify vision, core values and culture
  - Define strategic focus areas, objectives and desired outcomes
  - Identify key talent and develop succession plan.
  - Develop strategic plan with 1, 3 and 5 year horizon.
    - Focused 90d plan
- **Organizational Assessment and Alignment:**
  - Detailed review of organization and processes to identify organization health and focus areas for improvement.
  - Assess financial health, determine annual income requirements, review revenue sources, and budget.
  - Review project portfolio for alignment with business goals.
  - Recommendations to improve governance and streamline operations.
- **Startup Business Plan:** Essential for every Startup Business.
  - Develop your value proposition & business model
  - Identify your ideal customer and optimum traction channels
  - Research competitors
  - Detail Start Up budget and cash flow projections
  - Lay out the time line for success!

### **Business Analysis Solutions:**

PLAN

EXECUTE

**Plan and Execute:** Targeted project oriented offerings to research and provide recommendations to solve your business problems and work collaboratively with you on implementation.

- **The Fix:** A step by step focused, objective and independent deep dive review of your business and plans to identify top priority activities required to realize your short term objectives. Identifies what's working and what needs to be fixed to get the business back on track. Recommendations on what you need to do to get where you want to be.
- **Persnickety:** What do your customers really want from you and what do they say about your business? Discovery techniques include persona definition, surveys, interviews, and focus groups to develop a deep understanding of your customers' point of view and how you can engage to grow your customer base and increase revenues.

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## **Training and Facilitation:**

PLAN

EXECUTE

**Plan and Execute:** Personalized workshops with leadership and project teams to develop project orientation, build skills, confidence and insure success. Review of resources, projects, plans, and risks to identify and address gaps and streamline operations.

- **Leadership and Team Engagement Workshop:**
  - Interactive presentation on Leadership Models and Styles.
  - Determine dominant styles through Leadership Assessment.
  - Discussion of Dominant Style and the need to adapt based on situation.
  
- **Teaming and Collaboration Workshop:**
  - Identify team member styles using Thinking Styles "Game" (<http://www.herrmannsolutions.com/>).
  - Interactive discussion on the impact of Thinking Styles on Team Dynamics and Communication.
  
- **Practical Project Management:** For teams just getting started with project management and looking for a practical approach to help them “get things done”. This offering covers the basics in a straightforward manner and can be structured as a half or full day workshop.
  - Getting into a Project State of Mind
  - Project Selection and Prioritization
  - Project Management Simplified
    - Starting your project
    - Planning your Project
    - Execution
    - Closing Out
  
- **Collaborative Project Management:** For teams already familiar with project management which are looking to improve collaboration and performance.
  - Highly interactive, hands-on 2-day workshop in which participants learn a team-based, collaborative approach to managing projects that is aligned with the MM 2.0™ Operating System developed by the Matrix Management Institute.
    - Day 1 covers the project overview, project charter, human resources management and scope management.
    - Day 2 continues with scope management, and covers risk management, time management, cost and staffing, assembling executing and closing the project.
  
- **War Room!**
  - Independent assessment and intervention when things go “off the rails”.
    - Project reviewed against original plans.
    - Concerns identified and actions put in place to get back on track.

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